GUATEMALA OFFERS BIG TRADE CHANCES

U. S. Investments in Country and More Liberal Credits Are Needed. .

Better Banking Facilities for Export Trade Would Improve Business With Republic.

By JOHN CLAUSEN,

President of the Chemical Nationa Bank of New York. Written for the South American Section of THE SUN.

tin America offers promising man is toward opening fresh fields for com relal expansion on account of its rich natural resources. Never since our sis-ter republics severed the political ties that bound them to their motherlands has there been such an opportunity for the American people to widen the scope of their financial and commercial ties with that part of the New World.

The present commercial and financial inactivity brought about by the gradual retirement of available capital—as so readily obtained in former years from Great Britain, Germany and France— has proved a serious matter to the re publics of the south, whose ability for development of natural resources is so vital an issue to their national pros-perity. This condition is more especially felt in the Central American republics, where the purchasing power is so largely dependent upon the extent of their ex-

and comprises the five republics lying between Mexico and Fanama, viz.; Guatemala, Salvador, Honduras, Nica-ragua and Costa Rica, with a combined ea of 174,000 square miles and a popuabout five and a half millions

50,000 Square Miles in Guatemals

east of Mexico, covers an area of about 50,000 square miles, with an estimated population of over 2,000,000, the largest of any Central America. The Republic of Guatemala, situated of any Central American country, of which 125,000 live in the capital, Guatemala City. The name "Gustemala" is probably of Aztec origin and is said to sean "Land of the Eagle."

Most of its people are in that half of the republic bordering on the Pacific, with few settlements on the north or on the Atlantic side. Its mountain ranges, with few exceptions, give the country an elevation of from 4,000 to 11,000 feet. The Pacific slope is fertile and produces large crops of coffee, corn and sugar, while on the Atlantic side the agricultural wealth is limited except from the cultivation of bananas in th lowlands and near the coast. Coffee however, forms the principal money crop of the country and upon its market-ing therefore depends much of the prosperity of the republic.

Guatemala is one of the most beau-tiful republics in Central America, with riches incalculable. Close observers. travellers and investors have been se impressed with its great potential rich ness as to prompt the unique saying: "If you tickle the ground with a ho smiles back with a yam."

Cabrera an Active Force.

The gulding force of Guatemala ! its President, Manuel Estrada Cabrera, who was born in Quezaltengo, Guate-mala, November 21, 1857. He succeeded Gen. Reina Barrios during the tragic events of February, 1828. He was elected later constitutional Chief Execu-

mont, with some 200 public schools and with a springing climate and beautifully efeller Foundation, which has the sera university for the study of liberal situated.

The province of Tunguragua is famous tion such as Gen. Gorgas, Dr. Noguchi, tons, but this amount has never been professions. It is of interest here to make mention that English is compul-

country on a metallic basis. What paper money now in circulation int ecie bills depends wholly upon the of the Government to effect a LATIN AMERICAN suitable currency reform.

The fiscal requirements and the economic developments of the republic confirm the belief that if a silver standconfirm the belief that if a silver standard be adopted Guntemala's interest would be well served, although the rise and fall in value of the white metal may create uncertain consequences. For one reason or another the necessity of changing the monetary system has not heretofore made itself vitally feit with the Government. Inconvertible paper money may even enlist energetic supporters, especially among coffee growers and producers in general, who find it profitable to pay their laborers in paper money and in turn receive gold for their exports.

Paper Currency Has Effect.

In fabe of these arguments, however.

In face of these arguments, however, we must not lose sight of the fact that many disadvantages which result from a depreciated paper circulation necessarily affect Guatemala in its foreign commerce as in domestic transactions by making dearer all articles of consumption, and in consequence encourages the purchases of poorer grades of food and necessities of life. This likewise applies

making dearer all articles of consumption, and in consequence secourage the delilion of care for each letter and 25 income. The care of the consequence secourage the consequence secourage the consequence secourage the consequence secourage the consequence of the consequence secourage the consequence secourage the consequence secourage the consequence of the consequence of

ECUADOR OFFERS GREAT OPPORTUNITIES FOR TRADE

Republic's Varied Climates, Manifold Products and Enormous Natural Resources Calculated to Appeal to United States Business.

CAPITAL IS BIG FACTOR Consul-General of Ecuador in New York. Specially Written for the South American Bection of THE SUN.

The Republic of Ecuador is situated in the northern part of South America. bounded on the north by Colombia, on the south by Peru, on the east by Brazil and on the west by the Pacific Ocean. The total area is 116,000 square miles. A definite arrangement regarding the southern boundary is pending with Peru. Ecuador has a population of about 2,000,000, with but one-fifth of its territory inhabited. The language spoken is Spanish.

is Spanish.

Owing to its topography the country might be considered as divided into four zones, one of which would embrace that part of the country which is at but a slight elevation above sea level, with a temperature of from 77 to 90 degrees Exhrenkelt, a temperature of seasons. temperature of from 77 to 90 degrees Fahrenheit; a temperate zone consisting of that part which is at an elevation of from 5,000 to 3,000 feet above sea level, with a temperature of from 50 to 68 degrees, a cooler zone at 9,000 to 10,000 feet elevation, with a temperature of from 41 to 48 degrees, and at higher elevations, up to 20,000 feet above sea level a zone where the temperature goes below \$2 degrees and where there is considerable znowfall.

Due to these topographical and eli-

so small a territory, all kinds of produce are grown during the entire year; where the inhabitants can choose the climate which they prefer, be it tropical or spring like, being able at will and in a rope with the Latin American countries few hours time to change from one temperature to another or, as one might they should be adopted, as they would be appread on the commercial practices. say, from one season to another.

Country's Principal Products.

The republic is divided into seventeen provinces, with varied products and industries in most of them. Some of the principal products are cocoa, rubber, sugar cane, tobacco, rice, tagua, coffee, three woods, corn, cinchona and tropical fruits. Some of the industries are cattle raising, manufacture of "Panama" hats, chocolate, textiles, agriculture and ming. Many of the provinces have exceling. Many of the provinces have excel-lent thermal springs.

Some notes about a number of these provinces may not be uninteresting.

Along the Santiago River, at the north

Playa de Oro Mining Company.

In the province of Manabi, situated to the south of Emeraldas, the finest of straw hats, falsely known in North America and Europe as "Panama" hats, are made. Within its boundaries

are sulphur springs.

The province of Guayas, the most important in the republic in commerce and agriculture, has for its capital the port of Guayaquil, which is commercially the most important city of the republic. Its industries are sugar mills, the manuindustries are sugar mills, the manufacture of straw hats, mats, hammocks, spatism; with a consequent loss of their spagnetti, liquors, chocolates, cigars and good will. The North American with more than more tact and frankness, can assuredly beers, lee, munitions, sandals, reasons.

TRADE BRIEFS

not be estimated. The civilized popula tion is very small. The population of Indians and savages is estimated at 200,000. The territory is rich in wild rubber trees and all raw products of the

tropics in general. Along some of the rivers are gold placers. The Galapagos Islands, some 600 miles northwest of Guayaquil and southwest of Panama, in the Pacific Ocean, is or ranama, in the Facine Ocean, is a group of islands belonging to the Republic of Ecuador called the Archipelago of Colon, or Galapagos. They are also known by the name of the "Enchanted Islands." Off their shores the most valued creatures of the sea abound, such as tortoises and whales. In the in-terior are to be found a large number of animals in a wild state, such as wild cattle, donkeys, goats, hogs and dogs. Of late years the number of dogs has increased to such an extent it is feared that unless measures are taken to exterminate them they will destroy the other animals. There are 1,000 inhabi-tants on the islands.

During the war the exports from Ecuador to the United States were four times larger and the imports from the United States to Ecuador double the amount of previous years. It is up to the com-mercial interests of the United States not Due to these topographical and cli-matical inequalities Ecuador is perhaps the only country in the world where, in to let these figures go back to the pre-

> contrary to the basis of the commerce of North America, but they should be followed as closely as possible, especially in countries like Ecuador, with a small population and where the buying and selling is very slow. Where there is no

very difficult and can only be done on a small scale, which does not help the commerce. As the European countries, especially Germany, which before the war was the most liberal with her credits, will not be in position to be as beral with their credits to South Amerof the province of Esmeraldas, there are gold placers which, some ten or twelve years ago, were worked by the American pertunity for the commercial interests of the United States to reform the system of commerce with South America after studying the idlosyncrasies of the peo ple, and especially the honor and ante-

spaghetti, liquors, chocolates, cigars and cigarettes, saltpetre, conserves, superior beers, ice, munitions, sandals, mosaics, shoes, and mining. Within its boundaries are to be found extensive oil fields, which have not yet been scientifically worked; also salt mines, supplur and bituminous coal. In this province and in the province of Los Rios three-quariers of the cocoa exported by Ecuador is produced, or some 220,000.—

Source will. The North American with more tact and frankness, can assuredly win great advantages from the comparison of coreigner more congenial it is said there than a Yankee who makes himself like able by his good natured ways.

Ecuador has finished the Guayaquii and Quito Railway with an extension of three-quariers of the cocoa exported by Ecuador is produced, or some 220,000.—

Bahia or Chone, the Puerto Bolivar to Pasaje and has in construction the

Sum Needed for Gold Basis.

Authorities affirm that it would take approximatly \$18,000,000 of United States gold to place and maintain the country on a metallic basis. What chances there may be for converting the

Banana Growing in Colombia—P. Is Bell, trade commissioner, reports that the banana crop in the Santa Marta district of Colombia is much the most important of the section. About 150 plants are set out to each hectare (2.47 acres). Plants mature and produce in from six to eight months. Each plant bears one bunch of fruit and is chepped down, the new ones bearing in rotation and making a continuous crop. The average production is effect bunches of fruit a hectare weekly. At a minimus price of from 25 to 45 cents a bunch the annual gross return must be deducted the cost of cutting, carting to railroad and the price of the raw land in the banana district. This iand is valued at from \$25 to \$50 a hectare, and all the good land available in the district is now taken up and under cultivation except some holdings of the United Fruit Company used for cattle land.

Manganese Mines in Ecuador Frederic W. Goding, Consul-General at Guayaquil, reports that the manganese mines of Ecuador, from which a number of shipments have been made recently to the United States, are located near San Antonio, Provines of Pichincha. They are owned by Dr. Alejandro Cardensa of Quite and are registered under the name "Releaida." The claims cover shout one said a third square miles. The principal deposit so far discovered consists of a blanket vein three to nine feet thick and an extension of about 21,000 square feet, a portion being exposed. Samples from many other deposits in the vicinity of undetermined extent appear to be of equal quality. Work began at the principal deposit in Penrusry, 1918, in a printive manner, about five tons being the dally output with ten men working. The ore was dried in the onen air and bagged for export, resembling gravel in appearance. The mines are 1,874 feet above sea level and the climute is healthful.

ARGENTINA SEEKS LINSEED MARKETS

Crop Less Than Estimates, but Affords Big Surplus for Export Trade. .

CHANGES IN CONDITIONS

Domestic Utilization of Strav or Flax Fibre in Making Bags Is Agitated.

According to latest reports from Arrentina the urge of war conditions repreceding year. This was made necessary because of the tremendous demand for linseed oil. The favorable condition of the crop in October, 1918, led the Argentine Agricultural Department to place its estimate of the linseed production for the season at 1,000,000 metric tons, a figure not equalled since the 1914-1915 harvest.

The threshing now in progress, how-ver, proves that the October figure was too high, according to a report of the Latin American division of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, and the Government official estimate of the 1919 linseed crop was quoted by the American commercial attache in Buenos Ayres in a cablegram as 705,000 metric tons, the exportable surplus of linseed being estimated at 679,000 tons.

"Whether or not this surplus will find a good market," says the report, "in view of the coming of peace, and the conse-quent release of seed from other sources, together with a reduction of Government demands in oil, is a matter of great mo-ment to Argentine producers. The sit-uation is also of keen interest to American buyers, oil crushers and paint man-ufacturers, who are facing radical changes in the demand for linseed oil. "The imports for the first five months of the fiscal year were subject to the restrictions issued by the War Trade Board on July 5, 1918, on the importation of linseed. From that date until December 5 licenses were issued only for the importation of linseed cargoes loading or in transit at the date of the July ruling, and for limited quantities shipped in sailing vessels.

License Ruling Is Modified. "On December 5 the War Trade Board saued a ruling modifying the July restrictions, to permit the licensing of im-ports of linseed from the River Plate districts (Argentina and Urugusy) in a tomers to whom they are giving credit or intrusting their interests.

The psychology of the Latin American people should be studied; they do not care to be imposed upon nor to be considered in an inferior light. Their suspicious are aroused and their sensi-

merce of South America. There is no foreigner more congenial it is said there than a Yankee who makes himself like-able by his good natured ways. tifically worked; also salt mines, sulphur and bituminous coal. In this province and in the province of Los Rios three-quarters of the cocoa exported by Ecuador is produced, or some 220,000. There are rich deposits of gold, copper lead and zinc in the province of El Oro, but at present only the gold mines at Zaruma are being worked, by the Great Zaruma Gold Mining Company, Lid., whose agents in New York are the South American Development Company, 15 Broad street.

The province of Pichincha 4s the Standard public works in Ecuador are the Canalization.

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The province of Pichincha 4s the Standard public works in Ecuador are the Canalization.

Gen. Reina Barrios during the tragic events of February, 1898. He was elected later constitutional Chief Executive of Guatemala on October 20, 1898, End was since which date he has guided the republic through peaceful years to the shores of prosperity, which cannot fall to have beneficial effects on the future Guatemala has a good system of primont, with some 200 public schools and a university for the study of liberal in the republic situated.

Oro, but at present only the gold mines at Zaruma are being worked, by the gorgania are being worked, by the gorgania are being worked, by the Guatemala on October 20, 1898, Etd., whose agents in New York are the sand the Ambato to Curatray of this last one there are eighteen miles in service.

The most important public works in Equation and Santtation of Guayaquil. The first one is in the republic in buildings, monuments and population. In this monuments and population. In this province is the ancient and beautifully effelter Foundation, which has the service of the men of international reputation.

AID TO PORTO RICO reached.

professions. It is of interest here to make mention that English is compulsor for its temperate zone fruits.

The province of Tungaragua is famous for the construction of the highest mountain peaks in for its temperate zone fruits.

The highest mountain peaks in the projects for the construction of the palaces of government and municipation. The projects for the construction of the palaces of government and municipation of the palaces of the United States, who can stand on the same. Mostly due to the lack of capital the fact that helps revealed in 1891 and were abandoned soon after owing to the notable decline in salver been douted. The projects for the construction of the palaces of government and municipation of the palaces of the United States, who can stand on the high of nearly 20,000 feet builders of the United States, who can stored oil from Argentina, having takes of the Cunters. "Brazil is the largest purchaser of line and the largest purchaser of line. "Brazil is the largest purchaser of line. The projects cannot be suited of the country and without of the polaces of the United States, who can stemped to the public projects cannot be construction of the polace of the United States, who can stemped to the province of the publ

committee appointed by the Argentine Government to investigate the possibility of utilizing raw materials for the manufacture of grain bags has recently reproducted that linseed straw or flax fibre was found to be the most practical and the there is no tax of 4 peace gold. In many fibres grown in Argentina.

"The area now under linseed to the most practical and the case that are in paper peace worth \$0.4244.

"The area now under linseed assures an annual yield of about 5.000,000 tons of straw, and experiments with the fibre findicate that it could be utilized in the manufacture not only of bagging, but of hinder twine as well. The Government committee emphasizes the economy that would be effected by the domestic production of the quantities of bags and twine needed each year for the Argentine harvest."

One of the fist of these banders to respond has been Herman D. Kountze, spond has been Herman D. Kountze, who, at the invitation of a number of prominent merchants and leading financial interests in Porto Rico, has sent Frank E. Andruss, one of the bank's officials, to make an extensive study of trade and business conditions on the island.

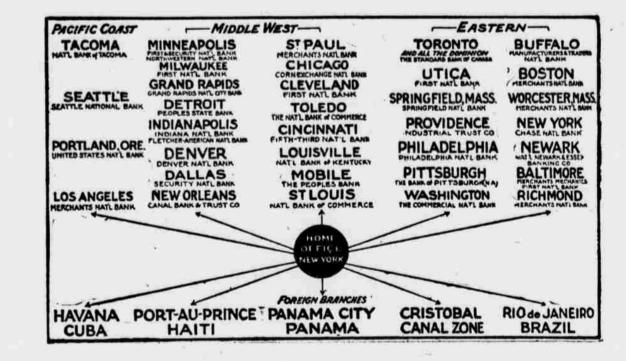
Bank Has Accounts There. tine harvest."

able Brazilian attorneys, and will special-

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The Atlantic National Bank has large financial connections in Porto Rico and

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able Brazilian attorneys, and will speciallise in corporation, commercial, marktime
and administrative law hesides having
established a bureau for the registration
of patents and trade marks. He slaw has
a corps of official public translators, and
purposes to establish a commercial information bureau. His New York correspondents on general legal matters are also
place. New York city, and on patents and
trade marks he is the agent of H. Singer,
Woolworth Building. New York, Lawrence
Langner, 56 Liberty street, New York, and
other American attorneys.

Monument to Commemorate the Independence of Brazil

EDICT CALLING FOR BIDS
By order of the Secretary of the Interior for the Affairs of State, in the State of S. Paulo, and in compliance with Act n. 1.324, of the 31st October, 1912, hereby be it known that public bid is now made known for the presentation of projects for the construction of a National Monument which the Government of the State Paulo, with the cooperation of the Union and other States, is authorized to erect on the site of the Ypiranga hill, for the purpose of perpetuating the date of the proc-lamation of the Independence of Brazil and render homage to the principal his-torical figures which took part in this momentous occasion; whereby the following conditions are to be duly observed:

The projects shall be accepted not only from Brazilian artists but from artists of other nationalities.

Freedom is left entirely to the inspira-tion of bidders as to the comprehensive-ness of the monument in all its details, whether from an historical point of view whether from an artistic standpoint, once the projects not only recommend themselves for their technical value but bear evidence of the great event which it is intended to commemorate, and in a concrete form do right homage to the most illustrious personages which figured in the great event. The total cost of the work shall not exceed the sum of one thousand contos of reis, in Brazilian currency. As a source of sure information on the subject, it is well to consult the "History

of Brazil," by Rocha Pombo, Vol. VII. The monument is to be erected in the centre of an open Place, half way up the Ypiranga hill, from where it opens, in a direct line, onto a long Avenue of 45 meters

The declivity of the land compels the laying out of this Place in two levels, one 3m.5 above the other. The lower level shall have the form of a lozenge, the greater diagonal of which will intrude into the centre of the Avenue. The monument will be situated in the corresponding vertex of the upper level and at the height of

The Avenue will continue to follow the upper level of the Place until it opens onto the square opposite the building of the Ypiranga Museum, which will overlook the said Avenue in its whole extension and will serve as a back ground for the projected

The front part of the monument shall be seen from a distance of 730 meters, and the rear part from a distance of 640 meters. The frontage will overlook an easy declivity, whereas the rear part will be followed up by a slope attaining up to 6%.

Granite and Bronze are to be the principal materials to be employed in this work. Granite is to be found in abundance in S. Paulo, of various aspects of color.

The projects will consist of the necessary drawings; plan, elevation and cross section—on a scale of 1:50, and of the details of the most important sections on a scale of 1:10; the same shall be accompanied by the respective descriptive memorandum and by a model of the monument in plaster of Paris, on a scale of 1:10, and likewise by a detailed estimate, giving the principal elements of the work. VI.

The classification of the projects will be rendered by a body of jurors elected by the Government.

The author of the project which shall be classified in first place shall receive a premium of Rs. 30:000\$000 (thirty contos of reis), in Brazilian currency, and to the author of the project classified in second place shall be allotted a premium of Rs. 15:000\$000 (fifteen contos of reis) in said currency. VIII.

The Government reserves the right of contracting with the author or with such party offering best terms, for the execution, whole or in part, of the project which has been classified in first place. IX.

The term for the presentation of the projects shall extend from this date up to the 30th of June, 1919, and the same will he accepted up to the termination of the said period, at the Office of the Secretary of the Interior, in S. Paulo, and likewise at the Brazilian Consulates in Buenos Aires, New York, Lisbon, Rome, and Paris.

In these said localities, drawings of the plans and longitudinal profile of the great Avenue of access to the Monument, are to be found at the disposal of the bidders. They can also be sent to those persons who shall solicit same.

The projects organized in foreign countries shall be delivered at the places indi-cated above, properly folded and well packed for safe transportation to S. Paulo. Joao Chrysostomo Bueno dos Reis.